

## Distributor Profiles 2016

Company	Contact Name	Contact Email	Contact Phone	# of Clients	10 Key Clients	Sales Force						Pbook Services			Warehouse		
						In House Reps	Commission Reps	Gift Reps	Comission Rep Groups	Gift Rep Groups	Sells House Imprints as well?	Full?	a la carte?	International?	Digital Services?	Location	3rd Party or Company Owned?
<b>Abrams</b>	Marti Malovany	<i>mmalovany@abramsbooks.com</i>	212-229-7132	8 plus various one-offs	5 Continents, Alain Ducasse, Booth Clibborn, Ludion, Tate, Vendome, V&A, Museum of Modern Art Children's Books, SelfMadeHero	11	40	108	7	10	Yes	Yes	No	Yes	Yes	Lebanon, IN	Third Party: Hachette
<b>Antique Collectors' Club</b>	John Brancati	<i>jbrancati@antiquecc.com</i>	212-645-1111	75	ACC Art Books, Editions du Chene, Lannoo, Images Publishing, Pointed Leaf Press, Carlton, Luster, Emons	4	35	20	5	2	No	Yes	Yes	Yes	No	Blue Ridge Summit, PA	Third Party: National Book Network
<b>ARTBOOK D.A.P.</b>	Elisa Leshowitz	<i>elshowitz@dapinc.com</i>	212-627-1999 x216	200+	Guggenheim, Hatje Cantz, JRP Ringier, MFA Publications Boston, MoMA NY, Steidl, Walker Art Center, Walther König	5	35	17	10	1	No	Yes	No	Yes	Yes	Jackson, TN	Third Party: Ingram
<b>Bookmasters/ AtlasBooks</b>	Jonathan Ackerman	<i>jackerman@bookmasters.com</i>	567-303-8454	200+	I..B. Tauris, Arcturus Publishing, Purdue University Press, My Healthy Church, Islandport Press, Integral Yoga Publications, FaithLife Corporation/Lexham Press	5	20+	2	8	1	No	Yes	Yes	Yes	Yes	Ashland, OH	Own

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<b>Cardinal Publishers Group</b>	Tom Doherty	<i>tdoherty@cardinalpub.com</i>	800-296-0481	44	Body & Breath, CS Publishing, Direct Hits, EMS Publishing, Lotus Publishing, Meyer & Meyer, Price World Publishing, Propriometrics Press, Stone Road Press, The Resume Place	4	12	1	4	0	Yes	Yes	No	Yes	Yes	Indianapolis, IN	Own
<b>Casemate IPM</b>	Jane R. Graf	<i>jane.graf@casematepublishers.com</i>	610-853-9131	45	Penguin Random House South Africa, Allison & Busby, Grub Street Cookery, Classics Illustrated, George F. Thompson, Liberties, Libro International, Choc Lit, Medina, Enodare	2	30	0	6	N/A	No	Yes	Yes	Yes	Yes	Dulles, VA	3rd Party: Books International
<b>Greenleaf Book Group</b>	Steve Elizalde	<i>selizalde@greenleafbookgroup.com</i>	512-891-6100	977	Joe Cross, Bandha Yoga, Tim Koegel, Melissa Joulwan, Darren Hardy, Michael Alden, Bernard Schwartz, Jeff Olson, Bert Mandelbaum, Michael Bungay Stanier	2	20+	2	5	0	Yes	Yes	Yes	Yes	Yes	Strongsville, OH	Third Party: Archway
<b>Hachette</b>	Todd McGarity	<i>todd.mcgarity@hbgusa.com</i>	212-364-1386	17	Abrams, Chronicle, Disney, Hachette UK, HMH (Int'l Sales), Marvel, Phaidon, piKids, Quarto, Time, Inc. Books	60+	0	100+	1	8	Yes	Yes	Yes	Yes	Yes	Lebanon,IN	Own

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<b>Hanover Publisher Services</b>	Chip Fleischer	<i>chip@steerforth.com</i>	603-643-4787 x2	5	Steerforth, Archipelago, Pushkin Press/Phskin Children's, Campire Graphic Novels, New Europe Books/Young Europe Books	150	0	5	0	125	Yes	Yes	No	Yes	Yes	Westminster, MD	Third Party: Penguin Random House
<b>Houghton Mifflin Harcourt</b>	Morgan Hillman	<i>morgan.hillman@hnhco.com</i>	617-351-5539	5	Larousse, Old Farmer's Almanac	15	14	2	2	8	Yes	Yes	No	Yes	Yes	Indianapolis, IN	Own
<b>Independent Publishers' Group</b>	Richard T. Williams	<i>rwilliams@ipgbook.com</i>	312-337-0747	400	Triumph Books, Chicago Review Press, Pavilion Books Group, The Crossroad Publishing Company, Project Management Institute, Head of Zeus, Flashlight Press, Bucket Fillers, Fulcrum Publishing, Central Avenue Publishing	14	45	120	10	11	Yes	Yes	No	Yes	Yes	Chicago, IL	Own
<b>Ingram Content Consortium</b>	Lindsay Eidel	<i>leidel@ingramcontent.com</i>	612-746-2628	100+	Akashic, City Lights, Copper Canyon, Haymarket, New Society, Theatre Communications, 3D Total, Enchanted Lion Books, Nobrow Press, Redleaf Press	7	16	100	0	0	No	Yes	No	Yes	Yes	Jackson, TN, Roseburg, OR, Fort Wayne, IN, LaVerge, TN, Chambersburg, PA	Own (Ingram)

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<b>Ingram Content: Ingram Academic Services</b>	Kurt Hettler	<i>kurt.hettler@ingramcontent.com</i>	212-340-8175	10	Brookings Institution Press, Columbia University Press, Indiana University Press, Minnesota Historical Society Press, New York University Press, Princeton University Press, University of California Press, University of Ottawa Press, University of Regina Press, Wilfred Laurier University Press	40+	0	4 in house, 100+ commision	0	10	N/A	Yes	Yes	Yes	Yes	Jackson, TN, Roseburg, OR, Fort Wayne, IN, LaVerge, TN, Chambersburg, PA	Own (Ingram)
<b>Ingram Content: Ingram Publisher Services</b>	Mark Ouimet & Gonzalo Ferreyra	<i>mark.ouimet@ingramcontent.com, gonzalo.ferreyra@ingramcontent.com</i>	Mark: 510-665-3900 Gonzalo: 510-655-3900 x20	98	Dalkey Archive Press, Berrett-Koehler, NoLO, Open Road Media, O'Reilly Media, Indiana University Press, Taschen, Turner Publishing, Velo Press, Windsor Peak Press, Aperture	20	0	100	0	11	No	Yes	Yes	Yes	Yes	Jackson, TN, Roseburg, OR, Fort Wayne, IN, LaVerge, TN, Chambersburg, PA	Own
<b>Ingram Content: Legato Publishers Group</b>	Jeff Tegge	<i>jeff.tegge@ingramcontent.com</i>	630-947-2217	35	Crooked Lane, ECW Press, Amherst Media, Search Press, Trafalger Square Books, Tachyon, Visible Ink, Clavis, Cuento de Luz, Findhorn	40	0	117	N/A	10	Yes	Yes	Yes	Yes	Yes	Jackson, TN, Roseburg, OR, Fort Wayne, IN, LaVerge, TN, Chambersburg, PA	Own (Ingram)
<b>Ingram Content: Perseus Distribution</b>	Heidi Sachner	<i>heidi.sachner@ingramcontent.com</i>	212-340-8147	40	Abbeville Press, Assouline, BenBella Books, D.A.P., Harvard Business Review Press, Highlights Press, Penguin Random House Grupo Editorial USA, Regnery Publishing, The New Press, Skyhorse Publishing	40+	0	4 in house, 100+ commision	0	10	N/A	Yes	Yes	Yes	Yes	Jackson, TN, Roseburg, OR, Fort Wayne, IN, LaVerge, TN, Chambersburg, PA	Own (Ingram)

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<b>Ingram Content: Publishers Group West</b>	Kevin Votel	<i>kevin.votel@ingramcontent.com</i>	510-809-3720	40	Agate, Counterpoint/Soft Skull, Entrepreneur Press, Grove/Atlantic, Faber & Faber, McSweeney's, New World Library, Ulysses Press, Blizzard, Annick	40+	0	117	0	10	Yes	Yes	Yes	Yes	Yes	Jackson, TN, Roseburg, OR, Fort Wayne, IN, LaVerge, TN, Chambersburg, PA	Own (Ingram)
<b>Macmillan</b>	Nora Flaherty	<i>nora.flaherty@macmillan.com</i>	646-307-5352	13	Bloomsbury USA, College Board, Drawn & Quarterly, Entangled, Graywolf, Kingfisher, Page Street, Papercutz, Rodale, Guinness World Records	79	0	110	0	11	Yes	Yes	No	Yes	Yes	Gordonsville, VA	Own
<b>Midpoint Trade</b>	Julie Hardison	<i>julie@midpointrade.com</i>	212-727-0190	275	WND Books, Primal Nutrition, Whitecap Books, Printopya, Oceanview, New Holland, Spencer Hill, Mr. Food	8	12	N/A	N/A	N/A	No	Yes	No	Yes	Yes	LaVergne, TN	Third Party: Ingram
<b>National Book Network</b>	Jason Brockwell	<i>jbrockwell@nbnbooks.com</i>	301-459-3366	90+	Globe Pequot Press, Footprint, Appalachian Mountain Club, C&T, Michelin Travel & Lifestyle, Bard Press, Kyle Books, Taylor Trade, American Bar Association	12	18	135	5	13	Yes	Yes	Yes	Yes	Yes	Blue Ridge Summit, PA	Own

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<b>W.W. Norton</b>	Michael Levatino	<i>mlevatino@wwnorton.com</i>	212-354-5500	15	Thames & Hudson, New Directions, Pegasus Books, Fantagraphics Books, The Overlook Press, Tin House Books, Peace Hill Press, Tilbury House Publishers, George Braziller/Persea Books, Pushcart Press	15	5	60	3	7	Yes	Yes	No	Yes	Yes	Scranton, PA	Own
<b>Penguin Random House</b>	Todd Berman	<i>tberman@prh.com</i>	212-572-2842	38	Beacon, Candlewick, DC Comics, Quirk, National Geographic, Other Press, Rizzoli, Shambhala, Smithsonian, Soho	150	0	5	0	125	Yes	Yes	No	Yes	Yes	Crawfordsville, IN and Westminster, MD	Own
<b>Red Wheel/Weiser</b>	Michael Kerber	<i>mkerber@rwwbooks.com</i>	978-465-0504	11	Connections, For Beginners, Hampton Roads, Nicolas-Hays, Quest Books	2	18	36	5	5	Yes	Yes	No	Yes	Yes	Dulles, VA	Third Party: Books International
<b>SCB Distributors</b>	Aaron Silverman	<i>aaron@scbdistributors.com</i>	310-532-9400	160	Power Press, Write Bloody Press, Russell Enterprises, HeadPress, Adventures Unlimited, Greenery Press, Belly Kids, I Love Mel, Hohm Press, Last Gasp	0	30	6	7	1	No	Yes	No	Yes	Yes	Gardena, CA	Own
<b>Simon &amp; Schuster</b>	Steve Black	<i>stephen.black@simonandschuster.com</i>	212-698-2838	45	Andrews McMeel, Chicken Soup for the Soul, Gallup Press, Hazelden, Hooked on Phonics, Kaplan, Reader's Digest Children, Ripley's, VIZ	104	0	0	1 (Christian)	9	Yes	Yes	Yes	Yes	Yes	Riverside, NJ	Own